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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton "Mick" Ringsak

SBA Completes Historic Staff Training. Two weeks ago the SBA completed the largest staff training in its history, covering more than 1,300 of its 2,500 permanent employees. Over 75 employees from Region Eight attended this training. SBA University is part of Administrator Steve Preston's agency transformation agenda, aimed at operational reform and accountability, enhancing internal and external communications, and improving customer service. The training, which spanned three weeks in August, featured content tracks based on the employee's primary role including contracting, loan processing, customer service, administration, marketing and public affairs. SBA University marks an important step in moving the agency towards becoming more customer-focused and results-driven. We're a service organization so it's crucial that every employee have the skills and knowledge to serve our customers and partners effectively. SBA University offered courses to its field employees across three weeks in August; employees chose the week they wanted to attend. Moving forward, the agency will train senior managers and headquarters staff this fall and has institutionalized the next SBA University for 2008. We know SBA personnel have long felt over-tasked and lacking necessary tools and training to accomplish their jobs. The training in August was an investment towards refocusing the agency on its core mission, improving employee productivity and enhancing external customer service.



2008 Small Business Week Nominations! It's that time of year again when the SBA will be accepting nominations for the 2008 Small Business Week Awards. If you would like to receive the nomination information, please contact Chris Chavez in the Regional Office at 303-844-0501.



"In Your Corner" by Jim Henderson, Small Business Advocate

Do you know small business? The Office of Advocacy recently updated its small business frequently asked questions fact sheet. It estimates that there are 26.8 million small businesses in the United States, and addresses small businesses' importance to the U.S. economy. It provides data on small business firm survival, owner demographics, health care questions, regulations, and government contracting. Before you take a look, let's test your knowledge.

1. What is the survival rate for new firms?

- a) 10% in the first 10 years
- b) 33% in the first two years
- c) 66% in the first two years

2. How much more do small firms (fewer than 20 employees) spend than large firms to comply with federal regulations annually?

- a) 45%
- b) 67%
- c) 240%

3. How many new jobs did small firms create in the most recent year with data (2004)?

- a) 20 to 30 percent of the net new jobs
- b) 60 to 80 percent of the net new jobs
- c) 100 percent of the net new jobs

So, how did you do? The answers are: 1c, 2a, and 3b&c.

For information related to these questions and more please go to Advocacy's [Frequently Asked Questions](http://www.sba.gov/advo/stats/sbfaq.pdf) at <http://www.sba.gov/advo/stats/sbfaq.pdf>

District Office Reports: Your SBA Event Planner

Colorado – Third Annual DIA Day to be held Friday, September 21st at the Renaissance Hotel in Denver. Meet airport prime contractors, airline representatives and DIA and City of Denver staff for a full-day of informative workshops and networking. If you want to do business with the nation's 5th busiest airport, plan to attend this important event. The event will be held from 8:00 am to 5:00 pm at the Renaissance Hotel, 3801 Quebec Street, Denver, CO. To register, go to www.flydenver.com/contracts.

Montana – Montana District Office Events Calendar. Check out the Montana District Office Events Calendar for training in your area that provides useful tools and resources in the areas of business plan preparation, starting a business, financial planning, market research & analysis, loan packaging, accounting, promotion & selling, and business management skills. For a look at this month's events visit, please visit the following website: <http://web.sba.gov/calendar/public/index.cfm?op=group&grp=40> or call our office at 406-441-1081.

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North Dakota – The North Dakota District Office is offering a Lunch & Learn workshop titled "Managing Effective Meetings" on September 19th from 11:30am to 1:00pm at the Lodeon Community Center, 109 3rd St. E., West Fargo, as well as through an online webinar. Meetings are an important and vital form of communication within an organization, yet they are often despised by those invited. Why? Simply because they are not managed properly. This workshop will help you identify ways to maximize the effectiveness of a meeting with pre-meeting planning, management of the actual meeting, and post-meeting follow-up. A box lunch will be provided for those attending in person. For more information or to register, contact Chris Barton at the West Fargo Chamber, 701-282-4444 or chamber@westfargochamber.com.

South Dakota – The South Dakota Small Business Development Center is offering Basic QuickBooks Training September 26th and October 24th. Each session is scheduled from 6:30 to 9 p.m. and cost for each participant is \$20.00. This introductory course will provide the opportunity to learn first-hand the many features QuickBooks Pro has to offer. For the location, more information and to register, contact the SBDC at (605) 367-5757.

Utah – On September 11th and 12th, SBA's Utah District Office will participate in the 2007 Native American Summit. The Native American Summit was initiated last year by Governor Jon M. Huntsman, Jr. and Lieutenant Governor Gary R. Herbert to improve the working relationships between State/Local Governments and Tribal Governments. This year's event will be held at the Hunter Conference Center at Southern Utah University in Cedar City and expected turnout is around 200-300 attendees, including, leaders from each of the Native American Tribes in Utah, the Governor, the Lieutenant Governor, Cabinet Members, heads of state agencies, and other interested parties. The Utah District will participate in a booth at this event and during the Summit the District Office will present Utah's 8(a) Contractor of the Year award. For more information regarding this event, please contact Danielle Murphy at daniellemurphy@utah.gov.

Wyoming – This year's 3rd Annual Wyoming Women's Expo will be held on Friday, September 14th, 4:00pm to 8:00pm and Saturday September 15th, 11:00am to 4:00pm at the Casper Events Center. Admission is \$5 per day, \$8 two-day pass and free for children ages 12 and under. There are several seminars to choose from, hands-on-demonstrations and exhibitors that are offering products and services that influence women and their families. The Wyoming SBA will have a booth displaying brochures about our programs and various benefits we have to offer the small business person. Deb Farris and Susan Rezanina will be available to answer any questions. For more information about this event, contact Deb Farris, 307 261-6510, or Susan Rezanina, 307 261-6520.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov
SBA's Website can be found at www.sba.gov

Newsline Eight can now be downloaded at www.sba.gov/region8